

## Message Text

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62

ORIGIN COME-00

INFO OCT-01 EA-02 ISO-00 EB-02 /005 R

66616

DRAFTED BY: COM/BIC/232/JKLINGERLHUT

7/29/74

APPROVED BY: EB/OCA/REP GPWILSON

----- 033288

R 291900Z JUL 74

FM SECSTATE WASHDC

TO AMEMBASSY CANBERRA

UNCLAS STATE 162660

FOLLOWING REPEAT ACTION SYDNEY MELBOURNE OF 29 JUL 74:

QUOTE UNCLAS STATE 162660

E.O. 11652: N/A

TAGS: BEXP, AS

SUBJECT: AGRICULTURAL EQUIPMENT AND METALWORKING EQUIPMENT  
PROPOSED TRADE MISSIONS

REF: SYDNEY 778

FOR TRADE CENTER:GOODSELL; FOR COMMERCIAL SECTION/BACHMANN

1. POLL RESULTS AND ACCOMPANYING LETTER AIRMAILED GOODSELL  
AND BACHMANN JULY 2.

2. DISCUSSIONS WITH U.S. AGRICULTURAL EQUIPMENT INDUSTRY HAVE  
REVEALED THAT IN ORDER TO GENERATE SUFFICIENT INTEREST IN  
TRADE MISSION, POST WILL NEED TO IDENTIFY CURRENT GAPS IN AUST-  
RALIAN MARKET WHICH REPRESENT SPECIALIZED SALES OPPORTUNITIES  
FOR NTM AMERICAN COMPANIES.

3. PROCUREMENT FOR TRADE MISSIONS IS HANDLED BY SPECIAL  
ACTIVITIES DIVISION WHICH REPORTS HIGHLY UNLIKELY THEY CAN  
PROVIDE MANPOWER TO HANDLE ANY ADDITIONAL TRADE MISSIONS IN  
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SPRING 1975. IF POST DETERMINES SUFFICIENT MARKET OPPORTUNITIES

PER ITEM 2 ABOVE, OIM WILL ATTEMPT SCHEDULE AGRICULTURAL TRADE MISSION FIRST PART FY 76.

4. PLANS PACKAGE FOR TRADE MISSION SHOULD BE SUBMITTED TO OIM 9 MONTHS PRIOR TO MISSION DEPARTURE DATE TO INSURE ADEQUATE LEADE TIME FOR PROCUREMENT.

5. IF CATALOG SHOW CAN BE HELD ABOUT ONE YEAR BEFORE TRADE MISSION, POST COULD PROBABLY MORE EASILY IDENTIFY GAPS IN MARKET.

6. LETTER HAS BEEN SENT TO NATIONAL MACHINE TOOL BUILDERS ASSOCIATION AND THEY ARE CONSIDERING POSSIBLE IOGA TRADE MISSION TO AUSTRALIA FY 1976. INGERSOLL UNQUOTE INGERSOLL

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Enclosure:** n/a  
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**Reference:** SYDNEY 778  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** shawdg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 04 OCT 2002  
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30 JUN 2005

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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** AGRICULTURAL EQUIPMENT AND METALWORKING EQUIPMENT PROPOSED TRADE MISSIONS  
**TAGS:** BEXP, AS  
**To:** CANBERRA  
**Type:** TE  
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